

eFast
Open Season 2 Q&A Volume 2

ID	<u>Question:</u>	<u>Answer:</u>	<u>Category:</u>
1.	<p>Regarding the eFAST MOA portion of the KSN website, Section 4. "Other Rates" has a blank field for Question 5. "Indirect Rate (%)".</p> <p>The explanation for the blank field is that the bidder is to input a number (percent) that is the "Indirect Rate for Cost Contracts. Reference SIR on section M.4.2. on Page 54". However, it is unclear as to which specific indirect rate is being requested by this field.</p> <p>We have several indirect rates, including a Fringe Benefits rate, On-Site and Off-Site Overhead rates, and a G&A rate. These indirect rates can be combined into one consolidated rate, but even in that case, we would have two consolidated rates to input on the site – one for On-Site awards and the other for Off-Site awards. The field only allows for one number to be inputted.</p>	<p>http://en.wikipedia.org/wiki/Cost-plus_contract may be a useful resource although offerors are urged to do their own research.</p> <p>Vendors must provide one indirect rate.</p>	Contracts Acquisition
2.	Could you please provide clarification as to which rate is the correct Indirect Rate to input in the field for Question 5 on Section 4?	See question #1.	Contracts Acquisition
3.	Is the requirement listed in SIR Section L.5 (i) for submitting cost build-up data per labor category satisfied by completing all the data fields on the KSN website Section 5. "Proposed Ceiling Rate" OR is a separate document showing the cost build-up per labor category required?	No Separate documentation is needed.	Contracts Acquisition
4.	Instructions: "Please submit ONLY 1 item here for your business and attach all the supplementary documents within this item/record. Mandatory documents/attachments are listed below. Please use the naming convention provided for each document type:" 1. I am trying to figure out what is meant here by the "attach [other docs] within this item/record". I have done "A": Vendor Registration. I can't see where to attach the supplementary docs 'within this item/record', if that indeed is what is meant. Naming convention: I couldn't determine what naming convention is being referenced. Is it just names like "J2" or "J2 Form" and "Open Rating Report" with no prefix or suffix?	The naming convention refers to the list of docs identified on the home page of the KSN such as J12, etc. Attach the documents specifically identified on the KSN.	Contracts Acquisition

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5.	While I appreciate the fact that the original registration date expired yesterday, it does not appear logical or fair to extend the proposal due date, yet not then allow companies the same added timeframe for registration. Perhaps this was an oversight by the contracting officer when the amendment was issued extending the proposal due date. It appears reasonable, and we find it typical, that the due dates for all actions associated with the proposal change in alignment with proposal due date changes.	Final Registration Date extended to February 28, 2011. See KSN Announcement.	Contracts Acquisition
6.	For On-Site personnel, we have entered a Base Year benefit percent (Line 9) as __%, a Base Year G&A percent (Line 10) as __%, and a Base Year Overhead percent (Line 13) as __%. We have indicated that our G&A does not include benefit and answered 1 (A), we have indicated that our G&A includes overhead and answered _ (B)(hence the _% in Line 13 since overhead % is already included in the G&A % of Line 10). Our Indirect Rate, based on the cost build up formula, should be equal to $G\&A \% + (Benefit \% \times A) + (Overhead \% \times B)$, which should equal __%; however the calculated Efast Line 11 indicates it is __%. This increases the Base Total (Line 14) greater than it should be resulting in a higher ceiling rate for the base year. We have the same concerns for the Off-Site calculation (Lines, 44, 45, and 47 which we entered do not equal calculated Line 46). What might we be doing wrong with the data input... or is there a calculation bug in Lines 11 and 46? (<u>Proprietary information redacted</u>)	After extensive testing, the formulas used by the KSN site have been determined to be accurate.	KSN/ Contract Acquisition
7.	Reference: M.3 paragraph a), page 53 states: “(a) The offeror has a current or (if no current) recent GSA Schedule/GWAC contract in the NAICS code, provided the offeror can demonstrate recent successful performance (completed within the previous 3 years) in the NAICS code through contract references and through its open ratings...” Question: The evaluation criteria does not specify whether the GSA Schedule/GWAC is a prime contract or a subcontract. Can the offeror submit a subcontract for this evaluation criteria?	No. See SIR section L.5	Contracts Acquisition

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8.	Reference: On Attachment J12, Delphi Vendor Entry Worksheet Question: What is met by Supplier Number? Question: What is required on this line of the form?	Leave the field blank. It is system generated.	Contract Acquisitions
9.	What is the final date to submit our eFAST response via the KSN website?	The final submission date has been extended to February 28, 2011.	Open Season
10.	Reference: L.5, paragraph I), page 50 states: (I) Current (within 3 days of the proposal submission) CCR and Online Representations and Certification Application (OCRA) printouts, and there are two dates provided for final submission via the KSN site as noted in questions above. Question: What is the final date to update CCR and OCRA?	February 28, 2011	Open Season
11.	Are we required to submit prices for each and every labor category (all 76) for each FA? I see that several labor category series are identified as primary while others are secondary. However, the SIR and Attachment J-3 are not entirely clear on this. Additionally, we noticed that current MOA holders on the FAA web site have rates for every labor category (76) in each FA in which they participate. If the answer to the above is no, then a follow-on question: is it RECOMMENDED that we provide rates for all 76 labor categories in each FA for which we apply?	Labor rates are required for each category within all Functional Areas for which a vendor is applying.	Contract Acquisitions

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12.	How should I go about selecting names in your labor categories when all names are totally different.....how can I match with the labor categories that I have under my GSA Schedule...should I just enclosed a list of my labor categories and cost?	No, the vendor is expected to interpret labor categories as appropriate within a given Functional Area (FA). Input labor rates as appropriate within the KSN fields. Any other form or list of rates will be discarded.	Contract Acquisitions
13.	What happens if my teaming partners do not received the Open Rating Score on time? In other words they are register but they are just pending to received a score.	All supporting documentation is due by February 28, 2011.	Contract Acquisitions
14.	<p>If I understand correctly, Section L.5(d) of the SIR stipulates that, to be eligible for an an MOA award, a company must have applicable recent experience in at least one of four listed ways.</p> <p>(Name redacted) has performed significant work for the FAA as a subcontractor under a joint NASA/FAA program. However, this effort was technically performed under a NASA contract (specifically, the ACITS contract, for work done for the FAA via the Aeronautics Division at NASA Ames Research Center). Would this work does this work qualify under Section L.5.(d)4?</p>	This experience <u>does not</u> meet the criteria identified in the SIR.	Contract Acquisitions
15.	We noticed that in the solicitation it stated that a CTA and JV could be used but then further on page 17 and 48 it also says that D&B past performance is needed. As an SDVOSB we can do and have completed work that would be applicable for the NAICS codes requested. However, I have never heard of a D&B past performance listing. Can we pursue under a CTA or JV?	<p>As explicitly stated in the SIR, an open ratings score is mandatory.</p> <p>Please contact Dun and Broadstreet for more information regarding the open ratings process.</p>	Contracts Acquisitions
16.	The MOA allows one company to perform one activity and that is all, can you please clarify?	This statement is false. Please refer to the SIR. Vendors may apply to any and all Functional Areas (FA).	Contracts Acquisitions

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17.	<p>I'm seeking clarification to a Q&A on the efast website. The question is, ““When mapping rates/labor categories, if our definition is 1-3 years and yours is 2 years of experience, is that an acceptable mapping?” The answer provided was, “No. Must meet the requirement or apply for a waiver.”</p> <p>By “apply for a waiver”, are you suggesting that it would be acceptable to use the 1-3 year definition for the reference contract category and rate, and explain the proposed rate in relation to the efast requirements for that labor category in cell #39, CLIN Correspondence Rationale?</p>	<p>The waiver mentioned is in reference to the task level and does not refer to the MOA ceiling rates.</p> <p>Vendors should input what they believe are appropriate rates for each labor category. CLIN Correspondence Rationale should capture the rationale of the specific rate.</p>	Contracts Acquisitions
18.	<p>Would you consider adding guidance to cell</p> <p>8. Rationale for 2011 Labor Rate - On site *</p> <p>It is the only cell on that screen that does not include guidance. I am not sure whether the intent of that cell is to differentiate between on site and off site rates in general, or to provide rate justification in reference to Bureau of Labor salary statistics or the reference contract.</p>	<p>The cell is to allow the vendor to justify the rate that was entered in the referenced field.</p>	KSN
19.	<p>In the SIR in section L.5(h) it states: "offerer must submit proposed hourly rates for each and every labor category, onsite and offsite, for each functional area they propose to be qualified."</p> <p>For my target functional area, do I need to provide a rate for all 150 or so labor categories? As one example, I do not anticipate I'll ever have a Senior PhD System Security/Information Assurance Analyst in the work that my company does. So I am curious if I am required to produce a rate for all labor categories or just the subset that I deem relevant to the work I do.</p>	<p>All labor rates must be entered for each Functional Area (FA) proposed.</p>	Contracts Acquisitions
20.	<p>In the 'Efast Reference Documents' section on your website, there is a list of the rates for the current MOA holders. I see that some MOA holders have their rates listed and others do not (FA1_PY2.xls). I was curious why that was the case - whether some companies elect or request to keep rates private while others do not? Or was there another reason.</p>	<p>Each list is specific to a Functional Area (FA). Each list shows all MOA holders. Not all MOA holders are approved in each FA. Thus, there are some open spaces in the labor rate list.</p>	Contracts Acquisitions

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21.	Regarding The Delphi Vendor Entry Worksheet (Attachment J-12), our organization is currently in the Delphi system. Can you please tell me if this would therefore be a new submission or a modification to an existing submission?	No. If the vendor is already in Delphi, reference this on the J12.	Contracts Acquisitions
22.	<p>What information are you looking for on Form 5: Proposed Ceiling Rates, Question #8 Rationale for 2011 Labor Rate On Site?</p> <p>Are you looking for the calculation we used to get our Proposed Ceiling Rate or Are you looking for where our Base Rate came from i.e. Bureau of Labor Statistics Salary ranges?</p>	This field should be a narrative explaining the rationale. Specific calculations are not required by this field.	KSN
23.	<p>Section L.5 (i) of the eFast SIR requires that cost build-up data be submitted for all proposed labor categories.</p> <p>Section L.5 (j) requires DCAA audited rates be submitted, implying that the bidder should use their DCAA rates in the cost build-up.</p> <p>However, Section M.4.1 requires bidders to propose rates no higher than those included on their GSA schedules or other Federal contracts.</p> <p>Question: Our reference GSA and various Federal contract rates were created over the course of several years using different sets of provisional indirect rates, and different fee percentages based on varying contracts risks. How is it possible to now create proposed eFast billing rates that apply our current provisional DCAA rates and fee to a consistent salary between off-site and on-site billing rates, and yet also meet or be lower than our reference GSA and Federal contract rates that were created several years ago with different rates?</p>	Choose one or the other if DCAA Audited rates can be provided and verified.	Contracts Acquisitions

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24.	<p>Section L (d) 3) of the SIR (page 48) lists one of the options as “...At least one (1) current or recent (if no current) non-FAA federal government prime contract, completed within the previous three (3) years from the SIR release date”.</p> <p>Section L (h) bullet 3 (page 49) provides “...current or (if no current) recent non-FAA federal government contract, completed within the previous three (3) years...”</p> <p>I would like to confirm that section L (h) does not require a “prime” non-FAA federal government contract similar to the “prime” requirement specified in Section L (d) 3)?</p>	<p>The identified quotations should not be taken out of context.</p> <p>Refer to the SIR section L.5. These criteria are clearly stated.</p>	Contracts Acquisitions
25.	<p>Page 1 of the final solicitation refers to Attachment J4, however this document is not available on any of the FAA sites, including the KSN. Will it be provided in an amendment?</p>	<p>This information is captured in the KSN as identified. No other document will be provided.</p>	KSN
26.	<p>For our FAA Subcontract reference contract, should the contact information for the CO and COTR be our FAA Prime contractor contacts or the FAA’s CO and COTR?</p>	<p>Provide FAA contacts.</p>	Contracts Acquisitions
27.	<p>_____ Is a “new” company with current commercial prime experience and (federal agency) subcontracts. As I understand the eFAST L.5 criteria, these may not be fully compliant with FAA’s requirements. I recently sold my interest in another company where we met three of the four L.5 criteria. Can I use personal experience to meet these criteria?</p>	<p>No. Past performance must be specific to the company proposing.</p>	Contracts Acquisitions
28.	<p>Price Sheets- Will the FAA provide us with Price Sheets or we need to develop our own based on the ones posted on your website for other MOA vendors.</p>	<p>As stated in the earlier released Q&A, all such information will be captured by the KSN. No other documents will be provided.</p>	KSN

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29.	<p>The eFAST website under "vendor lists and attachments" lists 7 items that are under the "mandatory" section as indicated in the sentence at the start of the section (Mandatory documents/attachments are listed below).</p> <p>However, if a vendor does not have "DCAA audited rates" or is not using a "reference pricing schedule" for the basis of pricing data, are these really mandatory? Or, is it the FAA's intent that they are mandatory if available or applicable? Since we do not currently have DCAA audited rates and is not using our reference contracts for the basis of pricing, we will not attach this information. Please confirm this will not present a compliance problem.</p>	Refer to the SIR section L.5	Contracts Acquisitions
30.	<p>Regarding requirements for DB Open Rating report; can we submit a list of past performance references instead of Open Rating report. According to DB it takes 35 days to process the report.</p>	An open ratings report is mandatory.	Contracts Acquisitions
31.	<p>Would a vendor be able to sell COTS products through the eFAST contract vehicle?</p>	No. eFast is a services contract vehicle.	Contracts Acquisitions
32.	<p>Is it necessary to input all the pricing data in "5. Proposed Ceiling Rate: New Item" on the KSN site or can an attachment be provided? Inputting the information will amount to hundreds of data points.</p>	Input in the KSN.	KSN
33.	<p>Our understanding is that in order to apply for the eFAST Schedule one must have prior FAA experience. Is this correct?</p>	No.	Contracts Acquisitions

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34.	<p>Do all contractor subcontractor teaming agreements need to be declared during open season, or can they be entered into afterwards?</p> <p>If post open season teaming agreements are permitted, can a pre qualified service provider take on a non registered subcontractor as a teaming partner? We're encountering a situation where some potential teaming partners may not be able to obtain Open Rating Reports before the close of open season.</p>	Please refer to SIR Section H.3	Contracts Acquisitions
35.	With regards to the Open Ratings Report, what if we have something submitted, but it hasn't been fully processed through the website by the 18th, is that an issue or is there a work around?	Open Ratings are due on February 28, 2011 at 4PM EST.	Contracts Acquisitions
36.	<p>Regarding the "short name" , during industry day it was mentioned this field should reflect what type of service contractor provides. is that correct? or do you want a shorten company name/ ie. AA Pro Services</p> <p>Regarding the Delphi form, we already have contract with FAA and receiving payments, I believe we are in the Delphi system so we do not have to complete this, correct?</p>	<p>Short name is at discretion of the vendor. Purely KSN related. Will not affect bidding process.</p> <p>If a vendor is already in Delphi, state this on the J12.</p>	KSN/ Contracts Acquisitions
37.	I need to know the final exact date for submission of the proposals for the above solicitation through the KSN site. Please advise!!	February 28, 2011	Contracts Acquisitions
38.	Will we be automatically excluded if we don't have any past performance with the FAA?	No. See SIR section L.5	Contracts Acquisitions
39.	Do we need to apply for all labor categories within a functional area? The SOW is ambiguous on this point.	All labor categories within a proposed Functional Area must be completed.	Contracts Acquisitions
40.	GSA Schedule- If we have this, are we eligible?	This question is too ambiguous to answer accurately. Please refer to the SIR for eligibility criteria.	Contracts Acquisitions

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41.	If a DCAA audit has been done but the certificate is not available, can an attestation statement be signed and submitted by a company official.	DCAA audited rates are not mandatory. If a vendor claims that status, a certification must be provided.	Contracts Acquisitions
42.	When will the responses to potential vendor questions be posted to www.fbo.gov?	Responses will not be posted to FBO. The FAA posts such announcements through "FAA Contract Opportunities" Example: https://faaco.faa.gov/posting.cfm?PostIDtemp=10218	Contracts Acquisitions
43.	Is there another eFast open season planned? If so, when it is scheduled?	No.	Contracts Acquisitions
44.	It seems the site isn't calculating Overhead properly (also on the attached excel file). It is calculating overhead based on Direct Labor only instead of Direct Labor + Fringe. For example, the site calculates the composite rate like this: DL = \$50, Fringe = \$20 (40% of DL), Overhead = \$5 (10% of DL), G&A = \$15 (20% of DL + Fringe + Overhead), Fee = \$9 (10% of DL + Fringe + Overhead + G&A). Total Rate is \$99. The correct calculation should be: DL = \$50, Fringe = \$20 (40% of DL), Overhead = \$7 (10% of DL + Fringe), G&A = \$15.40 (20% of DL + Fringe + Overhead), Fee = \$9.24 (10% of DL + Fringe + Overhead + G&A). Total Rate should be \$101.64. We calculate our loaded rate a little different than most companies (also on the attached excel file). We also have a computer usage rate of \$2.50 per labor hour, which is approved by DCAA. Computer usage is applied to the rate prior to G&A. The KSN site does not allow for this rate to be incorporated. There's also no way to add the computer usage to overhead, since it's a dollar amount and not a percentage. <u>Using the dummy information above</u> , our rate is calculated the following way: DL = \$50, Fringe = \$20 (40% of DL), Overhead = \$7 (10% of DL + Fringe), Computer Usage = \$2.50, G&A = \$15.90 (20% of DL + Fringe + Overhead + Computer Usage), Fee = \$9.54 (10% of DL + Fringe + Overhead + G&A). Total Rate should be \$104.94.	After extensive testing, the formulas used by the KSN site have been determined to be accurate. For the purposes of this solicitation, rates should be entered as industry standard numbers as fully loaded rates.	KSN/ Contracts Acquisition